

**The Fauquier Chamber of Commerce
Executive Committee Meeting
Wednesday April 12, 2023, 8:30 AM
Meeting held at PATH Resource Center and Zoom**

Present: Michelle Coe, Alec Burnett, Ray Knott, Lorna Magill, and Dawn Arruda

Absent: Sarah Yakel (excused), Amelia Stansell (excused), Carmen Rivera (due to Zoom issues - excused)

Called to Order at 8:35 am by Ray Knott, Chair of the Board of the Committee with a quorum present

Motion to accept consent agenda (prior month's minutes) for presentation to board of directors entered by Michelle Coe

Seconded by Dawn Arruda

Motion carries unanimously

Ray Knott and Alec Burnett reviewed the financial report for the month ended March 31, 2023. Financials to be presented to board of directors at Board Meeting on April 12, 2023 for review and acceptance.

Committee Discussions – Each of the Vice Chair's provided an update for each of the respective committees. No items presented required committee action.

Management Report and Update – Alec presented current planning around staffing in the Chamber's current state and options for adding staff in future state. Also discussed future plans for budget process. He provided an update on the digital directory and new Friday Lead Share concept. Lastly provided update on the updated the web analytics with the new website now fully rolled out.

Old Business – Requested Change in Valor Awards Budget – Alec advised that the final budget is in for the Valor awards and the total revenue is projected at \$10,500, expenses at \$8,900 with a net profit of \$1,600. A budget amendment will be presented at the April 12, 2023 Board Meeting for Board approval

New Member Promotion Program – Discussion around a concept initial noted by Dawn Arruda about doing video vignette highlighting members. Discuss was to brand this as Hello's and Handshakes to promote members of the Chamber, and to assist with value add to membership. Dawn Arruda will lead this effort.

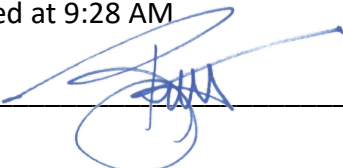
Next executive committee meeting is May 10, 2023 at 8:30am, PATH Resource Center

Motion to adjourn entered by Dawn Arruda

Seconded by Lorna Magill

Motion Carries unanimously

Meeting adjourned at 9:28 AM

_____  _____ Ray Knott, Chairman

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